
Business Standards



Principles of Law

CONTENT STANDARD

Students in Wisconsin will apply the basic legal principles to their roles as citizens, consumers, and employees.

Rationale: The knowledge of law is essential in today's society. Whether the law pertains to an individual or a business, students must understand legal principles in order to be a productive citizen and make responsible decisions that protect the individual and society at large.

PERFORMANCE STANDARDS

- I.12.1 Interpret and apply legal principles to business and personal situations
- I.12.2 Differentiate and contrast felonies and misdemeanors and their penalties
- I.12.3 Understand rights and responsibilities when leasing property
- I.12.4 Identify laws governing credit and credit reporting
- I.12.5 Demonstrate an understanding of legal forms used in business transactions
- I.12.6 Understand laws that govern personal investments and estates
- I.12.7 Identify agencies protecting consumer rights
- I.12.8 Become aware of career opportunities in law-related areas, and understand the technical skills, knowledges, education levels, and skills needed

Interpret a Court Case

Standards

- I.12.1 Interpret and apply legal principles to business and personal situations
- I.12.2 Differentiate and contrast felonies and misdemeanors and their penalties

Directions

1. Read the case described below.
2. Research the legal principles that apply to the business and personal situations in the case. Prepare a written report on the case. Make sure you meet all of the requirements on the scoring guide.
3. Participate in a role play of the case. You will be assigned one of the following roles: Sam, Sam's manager, owner of the pizza place, Sylvia, a lawyer for one of the parties, the judge, or a juror.

Scenario

Sam is employed at a local pizza establishment. Sam's responsibilities include taking telephone orders and making pizzas. However, today the delivery person called in sick and Sam's manager is swamped so Sam is asked to deliver some pizzas using the manager's car. Sam has three orders to deliver immediately (the orders are back ordered already). Sam's manager says to make the deliveries "pronto" and return as fast as possible. Sam is instructed to do whatever he can to get these pizzas delivered and return quickly.

Sam rushes out the door with the three pizzas. Sam is unfamiliar with the manager's car. While enroute, Sam sees a sign that indicates a particular street is detoured. Sam knows the workers are not working now anyway and, if Sam takes the detour, the detour will add 15 minutes onto the trip. Sam ignores the detour sign and speeds (30 mph over the limit) through the road work. In Sam's haste, Sam hits a car backing out of a driveway. The driver of the car, Sylvia, is seriously injured and ends up in critical condition at the hospital. Sam's manager's car (a brand new Ford Explorer) is totalled.

Eventually, Sylvia is released from the hospital after amputation of her left leg. However, she will not be able to return to work as a flight attendant. Sam is fired from the job.

Student Name _____ Date _____

Case Report Scoring Guide

Scoring Standard

You must achieve a rating of at least "2" on each criterion to demonstrate competence.

Rating Scale

3= Exceeds expectations

2= Meets expectations

1= Does not meet expectations fully

0= Missing, incorrect or inappropriate information

Scoring Guide

Criteria	Rating				Comments
1. Case report includes a clear statement of the case	3	2	1	0	
2. Case report cites relative laws to the issue	3	2	1	0	
3. Case report includes a recommendation	3	2	1	0	
4. Case report includes the application of laws to the situation supporting the recommendation according to the law regarding misdemeanors or felonies	3	2	1	0	
5. Case report includes a conclusion	3	2	1	0	
6. Case report cites resources used	3	2	1	0	

Teacher _____ Date _____

Directions to Teacher

1. Review the case with the class. Allow time for students to research the case individually or in small groups. Assign the written case report.
2. Assign students the role of Sam, Sam's manager, owner of the pizza place, Sylvia, lawyers for each party, judge and jurors. Conduct a role play of the trial, make a ruling and assess the penalties. Discuss the following questions:
 - Is Sam at fault? Can Sam take recourse against the pizza manager for being fired?
 - Can Sylvia sue Sam? Can Sylvia sue the pizza manager? Can Sylvia sue the owner of the pizza restaurant?
 - Can the district attorney bring felony charges against Sam?
 - What type of agency relationship exists in this scenario?
 - What penalties and/or remedies can be assessed to all parties?

Lease an Apartment

Standards

- I.12.3 Understand rights and responsibilities when leasing property
- I.12.5 Demonstrate an understanding of legal forms used in business transactions

Prompt

You have just graduated from school and are now employed full time. You've decided to rent your own apartment. Using the classified section of a newspaper or the Internet, locate a property that is available to lease.

Directions

1. Write down or make a copy of the advertisement.
2. Think about the kind of information you would want to know about the lease and the lease termination. Create a checklist of items to be considered when leasing property.
3. Find answers to the items on your checklist regarding the apartment lease. Record the answers on your checklist.
4. Compile the following information: the ad for the apartment, the checklist, and the checklist answers. Submit them to your instructor (with the scoring guide) for evaluation.
5. Share your findings with the class.

Student Name _____ Date _____

Leasing an Apartment Checklist

Scoring Standard

You must achieve a rating of at least "2" on each criterion to demonstrate competence.

Rating Scale

3= Exceeds expectations

2= Meets expectations

1= Does not meet expectations

0= Missing, incorrect or inappropriate information

Scoring Guide

Criteria	Rating				Comments
1. You include an ad for an apartment available for lease	3	2	1	0	
2. You compile a checklist of questions to ask when leasing an apartment	3	2	1	0	
3. You identify the laws related to property rental	3	2	1	0	
4. You identify the options for termination of the lease	3	2	1	0	
5. You discuss the lease agreement itself; including down payment, monthly payments, and penalties	3	2	1	0	
6. You identify components of the rental contract	3	2	1	0	

Teacher _____ Date _____

Directions to Teacher

1. Contact a rental property agency and ask a landlord to make a presentation to the class.
2. Provide sample lease agreements for students to examine.
3. If possible, have the class visit a property management agency and actually simulate a visit of a potential tenant.
4. After class discussion and individual student research, have students share their findings and checklists.

Interpret Credit Reports

Standards

- I.12.4 Identify laws governing credit and credit reporting
- I.12.7 Identify agencies protecting consumer rights

Directions

For this activity, you will demonstrate your knowledge of credit reports.

1. Read through the case described in the scenario.
2. Research information to help you respond to the situation described in the case. Specifically:
 - Explain the Fair Credit Reporting Act
 - Identify a credit reporting agency
 - Identify the steps to remedy an error on a credit report
 - Identify the responsibilities creditors have to customers
3. Prepare an oral report on your findings. Tell how you would handle the situation described in the case study. Make sure your oral report meets the requirements on the scoring guide.

Scenario

You currently have a 1990 Taurus and because you've received a nice pay raise at your job, you're ready to upgrade your vehicle. (Plus, the Taurus is beginning to cost you money in repairs!) You've applied for a loan for a new vehicle and just received a telephone call from your financial institution saying that you are denied the loan because you have a bad credit report. Apparently, the credit report shows that your Target credit card has an outstanding balance of \$485 and that you have six months of late payments. You've always paid your Target bill on time, in fact you made a payment last month! You are unaware of any late payments let alone an outstanding balance!

Student Name _____ Date _____

Oral Report Scoring Guide

Scoring Standard

You must achieve a rating of at least "2" on each criterion to demonstrate competence.

Rating Scale

3= Exceeds expectations

2= Meets expectations

1= Does not meet expectations

0= Missing, incorrect or inappropriate information

Scoring Guide

Criteria	Rating				Comments
1. You explain the Fair Credit Reporting Act	3	2	1	0	
2. You identify a credit reporting agency	3	2	1	0	
3. You identify steps to remedy the error on the credit report	3	2	1	0	
4. You identify the responsibilities creditors have to the customer	3	2	1	0	
5. Presentation is well organized	3	2	1	0	
6. Presentation is professionally presented	3	2	1	0	

Teacher _____ Date _____

Directions to Teacher

1. Review the directions and scoring guide.
2. Provide local resources to assist students in researching responses to the scenario.
3. Set up oral reports. Use the scoring guide to assess the reports.

Invest an Inheritance

Standard

I.12.6 Understand laws that govern personal investments and estates

Directions

1. Read through the situation described in the Scenario.
2. Research the laws that govern personal investments and estates as they relate to this situation. Identify several options for investing your money. If possible, interview an investment planner for suggestions.
3. Choose an investment strategy for your money. Prepare a visual to diagram your decision. Share your research and decision in an oral report to the class. Make sure you meet all of the criteria on the scoring guide.

Scenario

Your Great Aunt Matilda has just passed away. In her will she left you, her favorite niece/nephew, \$15,000. You decide that you should invest the inheritance. How much of the inheritance should you invest? Where will you invest it? What laws govern your decisions?

Student Name _____ Date _____

Investment Presentation

Scoring Standard

You must achieve a rating of at least "2" on each criterion to demonstrate competence.

Rating Scale

3= Exceeds expectations

2= Meets expectations

1= Does not meet expectations

0= Missing, incorrect or inappropriate information

Scoring Guide

Criteria	Rating	Comments
1. You explain the investment decisions in the scenario	3 2 1 0	
2. You use a visual to diagram the investment decisions	3 2 1 0	
3. Visual is well organized and clear	3 2 1 0	
4. You provide a rationale for your decisions	3 2 1 0	
5. You support your decision by citing appropriate laws related to investment	3 2 1 0	
6. You present your information in a professional manner	3 2 1 0	

Teacher _____ Date _____

Directions to Teacher

1. Review the directions and scoring guide.
2. If possible, contact an investment planner(s) to serve as a mentor for the students. Arrange for a banker to speak to the class about estate planning.
3. Allow time for research. Show several types of visuals that students could use to present their information.
4. Set up oral reports. Evaluate the reports using the scoring guide.

Create a Job Description

Standard

- I.12.8 Become aware of career opportunities in law-related areas, and understand the technical skills, knowledges, education levels, and skills needed

Directions

For this activity, you will develop a job description for a law related career.

1. With your class, brainstorm a list of law-related careers. Choose one of the careers to investigate on your own.
2. Research the following information:
 - Educational requirements
 - Technical skills required
 - Knowledge required
 - Any additional skills required
 - Typical working environment
 - Salary range
3. Create a job description for the career. Make sure to include all of the components on the attached scoring guide.

Scenario

You work in the human resources department and your supervisor has informed you that your next project will be to update the job descriptions of the employees. As you begin your work, you notice that there are a few job descriptions missing from the current manual within your legal department. Therefore, you must create a job description about the missing law-related positions.

Student Name _____ Date _____

Job Description*Scoring Standard*

You must achieve a rating of at least "2" on each criterion to demonstrate competence.

Rating Scale

3= Exceeds expectations

2= Meets expectations

1= Does not meet expectations

0= Missing, incorrect or inappropriate information

Scoring Guide

Criteria	Rating				Comments
1. Job description follows predetermined format	3	2	1	0	
2. Job description contains educational requirements for the position	3	2	1	0	
3. Job description contains technical skills required for the position	3	2	1	0	
4. Job description contains knowledge required for the position	3	2	1	0	
5. Job description contains additional skills needed for the position	3	2	1	0	
6. Job description contains information regarding a typical working environment for the position	3	2	1	0	
7. Job description contains the salary range for the position	3	2	1	0	

Teacher _____ Date _____



Directions to Teacher

Provide examples of various job descriptions so the students can utilize an acceptable format.